

1       **50705/DMC/E267**

WHAT IS CLAIMED IS:

5           1.    A method using a computer of determining a goods  
requirement, comprising:

          receiving historical information relating to historical  
sales levels of the goods;

10           receiving forecasted associated trend information  
relating to trends associated with demand for the goods; and

          determining an expected demand for the goods using the  
15   historical information and the forecasted associated trend  
information.

          2.    The method of claim 1 wherein the expected demand is  
determined for a specific distribution network.

20           3.    The method of claim 1 wherein the expected demand is  
determined for a specific region.

          4.    The method of claim 1 further comprising receiving  
25   further historical associated information, the further  
historical associated information comprising forecasted  
associated trend information for a prior period.

          5.    The method of claim 4 wherein the forecasted  
30   associated trend information for a prior period is a prior  
season.

          6.    A method using a computer of determining an expected  
demand for a good, comprising:

35

determining a baseline quantity for the good;

5      receiving an estimate of circumstances which have a correlation with the demand for the good; and

adjusting the baseline quantity using the estimate of circumstances.

10      7.    The method of claim 6 wherein the baseline quantity is the quantity of goods expected to be required at a given time at a particular retail location.

15      8.    The method of claim 6 wherein the baseline quantity is the quantity of goods expected to be required for a distribution center of a particular retailer.

20      9.    A method using a computer of determining an expected demand for a good, comprising:

performing setup functions;

25      determining a baseline forecast through multiple regression analysis using historical levels of consumption for the good;

receiving associated predictive information regarding the goods; and

adjusting the baseline forecast using the associated predictive information regarding the goods.

30      10.   The method of claim 9 wherein the associated predictive information is an expected number of individuals afflicted with an illness and an alert status level for the illness.

11.    The method of claim 10 wherein adjusting the  
baseline forecast comprises determining an average number of  
5    units by averaging the multiple of the expected number of  
individuals by historical number of sales corresponding to the  
expected number of individuals and the multiple of a net  
change in expected number of individuals and a population  
affected adjustment factor.

10    12.    The method of claim 11 wherein adjusting the  
baseline forecast comprises using the average number of units,  
a pivot factor, and an out of stock opportunity percent.

15    13.    A system for determining a goods forecast,  
comprising:

      means for receiving historical information relating to  
historical sales levels of the goods;

20    means    for    receiving    forecasted    associated    trend  
information relating to trends associated with demand for the  
goods; and

25    means for determining an expected demand for the goods  
using the historical information and the forecasted associated  
trend information.